



**Q2FY19
Earnings Release**

PAT up by 170 %

Revenue	INR 5,426 mn
EBIDTA	INR 1,249 mn
PAT	INR 764 mn

Finolex Industries Limited, Pune, India, October 29, 2018:

Finolex Industries Limited (NSE:FINPIPE | BSE:500940), India’s leading manufacturer of PVC Pipes & Fittings, at its Board Meeting held today announced unaudited financial results for the second quarter ended September 30, 2018.

Highlights

- Trends in Quarterly EBIT Margin – Overall and Key Segments

	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19
Overall EBIT Margin (%)	20.1%	18.5%	15.9%	7.3%	13.6%	21.3%	21.5%	20.0%
Segmentwise EBIT Margins								
PVC Segment (%)	23.1%	20.6%	18.8%	13.7%	18.6%	23.8%	25.5%	29.5%
PVC Pipes & Fittings (%)	7.7%	9.5%	4.7%	3.2%	5.6%	9.2%	9.2%	5.1%

- Total income from operations excluding duties and taxes was at INR 5,426 mn for Q2FY19 up 14.2 % against INR 4,753 mn in Q2FY18.
- The sales volume for PVC Pipes & Fittings was at 45,272 MT in Q2FY19 lower by 4.2% against 47,246 MT in Q2FY18.
- EBITDA stood at INR 1,249 mn for Q2FY19 up by 151.8 % against INR 496 mn for Q2FY18.
- Profit after tax was at INR 764 mn for Q2FY19 up 170.0% against INR 283 mn for Q2FY18.

Management Comments

Mr. Prakash P. Chhabria
Executive Chairman

“Both, PVC resin and Pipes segments, have continued to perform well. As is normal, the EBIT margin for the Pipes segment at 5.1% is lower on q-o-q basis due to low volumes in monsoon quarter, but is higher on y-o-y basis (Q2FY18 EBIT 3.2%).”

Profit and Loss Account Summary Table

Particulars (INR Mn)	Q2FY19	Q2FY18	Inc / Dec (%)
Total Income from operations *	5,426	4,753	14.2%
EBIDTA	1,249	496	151.8%
EBIDTA margin (%)	23.0%	10.4%	
Depreciation	166	151	
EBIT	1,083	345	213.9%
EBIT %	20.0%	7.3%	
Other Income	123	109	
Finance costs	29	38	
PBT	1,177	416	182.9%
PBT %	21.7%	8.8%	
Tax	413	133	
PAT	764	283	170.0%
PAT %	14.1%	6.0%	

* excluding duties and taxes.

About Finolex Industries Limited

Finolex Industries Limited, headquartered in Pune, is the leading supplier of PVC Pipes & Fittings for the agriculture and non-agricultural sectors. Our state-of-the-art manufacturing plants at Pune and Ratnagiri in Maharashtra and Masar in Gujarat provide excellent resources to better serve our customers. Our own PVC Resin manufacturing facility in Ratnagiri, set in technical collaboration with Uhde GmbH, with Hoechst technology, provides a consistent supply of superior quality resin to our pipe manufacturing plants. This ensures we are able to deliver quality, superior products to our customers. Our open sea cryogenic jetty, the first of its kind in the Indian private sector, has been the hallmark of our PVC Complex. We are the first Indian PVC Pipes manufacturer to have been awarded the ISO 9001:2008 Certification.

Our major strength lies in our skilled workforce. We recognize and attribute our operating excellence and success to our employees. We have a widespread presence throughout the



country, with a wide network of over 18,000 retail outlets ably supported by dealers and sub-dealers. They work as our extended arm in bringing quality products to our customers. Our core values of quality, trust and integrity help us to build an unbreakable bond with both customers and stakeholders.

We believe in “Performance with Purpose” and are deeply concerned about society and our community. We have been actively working along with Mukul Madhav Foundation, our CSR partner, in contributing to the social and economic development of the underprivileged sectors of society in and around our plants in Ratnagiri, Pune and Masar. Our focus is on women and children in areas of education, healthcare, community development, environment and self-development.

For more information, visit www.finolexwater.com or follow us on Twitter @finolexwater

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